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'88 Pull-Out Calendar

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august 1987

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

Buick's New Regal

Lessors' '88 Recommendations
'88 Incentives & Car Specs
Light Truck Roundtable

EXCLUSIVE INTERVIEW

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

AUGUST 1987
VOL. 26, NO. 10

Influencing the management of 4,720,000 cars and 2,000,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets.

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On the cover: Jim Pirtle, director of fleet sales, and Ed Mertz, general manager, for GM's Buick Division, with Buick's all new 1988 Regal Coupe.

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U.S. Car, Truck Operating Costs Increase

The nation's expenditures to own and operate motor vehicles hit a new high of nearly $835 billion in 1986, as Americans drove a record 1.78 trillion miles, a recent Hertz Corp. study shows. Annual per-auto expenses were up $52, or 32.26 cents a mile, and overall auto outlays rose 4.2 percent to more than $395 billion. Passenger cars in use increased to 131.6 million, and mileage per car moved to 9,304, according to the study.

Truck expenses, due to the increasing popularity of mini-vans, rose to $9,808, or 78.21 cents a mile, for a 439.6 billion total in 1986, up 10 percent over 1985 figures. This is the second year in a row that truck expenses have exceeded car expenses.

While lower fuel prices, better fuel efficiency, and reduced interest rates saved U.S. automobile drivers an average $156 last year, higher depreciation, licenses, fees, insurance, repairs, and maintenance added $207, for a $51 annual net ownership/operating expense increase. The total car and truck spending of $835 billion is up 7.1 percent over the $779 billion spent in 1985.

Since 1973, sales of larger cars dropped from 30 percent to about 10 percent last year, but subcompact sales rose from 10.7 percent to 22.4 percent, compact sales increased from nearly 17 percent to more than 23 percent, and intermediates rose from about 23 percent to more than 33 percent. Also, cars in most size classifications are a foot shorter and 1,000 lbs. lighter than in the early 1970s.

For the estimated 131.6 million cars on the road in 1986, depreciation amounted to $522 per car compared to $492 per car for 128.6 million cars in service in 1985. Fuel costs were down 20.2 percent per unit, $603 to $481, or 6.78 cents a mile to 5.17 cents. Lower prices at the pump and improved fuel efficiency contributed. Per-car interest expenses fell from $279 per year to $245 per car in 1986, or from 3.13 cents a mile in 1985 to 2.63 cents

POTENT JETTA — Volkswagen's Jetta GLI 16V carries Volkswagen United States' most powerful engine, a DOHC 16-valve, 1.8 liter engine which develops 123 hp at 5800 rpm, giving the sedan a substantial power boost. Digital ignition with knock sensor control enables the engine to provide performance and mileage on unleaded fuel. The Jetta's EPA rating is 29 mpg, highway, and 23 mpg, city. The 16V engine is standard on the top-of-the-line GLi.

Estimates Of 1986 New Car Ownership and Operating Costs

< - SUB COMPACT - >		< ———— 'COMPACT' ———— >			INTER-MEDIATE	STAN-DARD
YEARS USE	< — At CONSTANT Annual Mileages — > (in cents per mile)					
	10,000	5,000	9,304	10,000	20,000	10,000	10,000
1	0.4827	1.0451	0.6129	0.5899	0.3513	0.6616	0.7781
2	0.4606	0.9826	0.5843	0.5596	0.3364	0.6286	0.7346
3	0.4359	0.9129	0.5548	0.5628	0.3241	0.5926	0.6887
4	0.4165	0.8704	0.5293	0.5014	0.3150	0.5645	0.6532
5	0.4042	0.8328	0.5098	0.4848	0.3083	0.5464	0.6298
6	0.3791	0.7678	0.4748	0.4524	No Data	0.5109	0.5861
7	0.3601	0.7146	0.4481	0.4278	Over	0.4841	0.5528
8	0.3443	0.6736	0.4275	0.4074	100,000	0.4617	0.5251
9	0.3315	0.6384	0.4094	0.3907	Miles	0.4434	0.5025
10	0.3210	0.6121	0.3947	0.3771	—	0.4285	0.4840

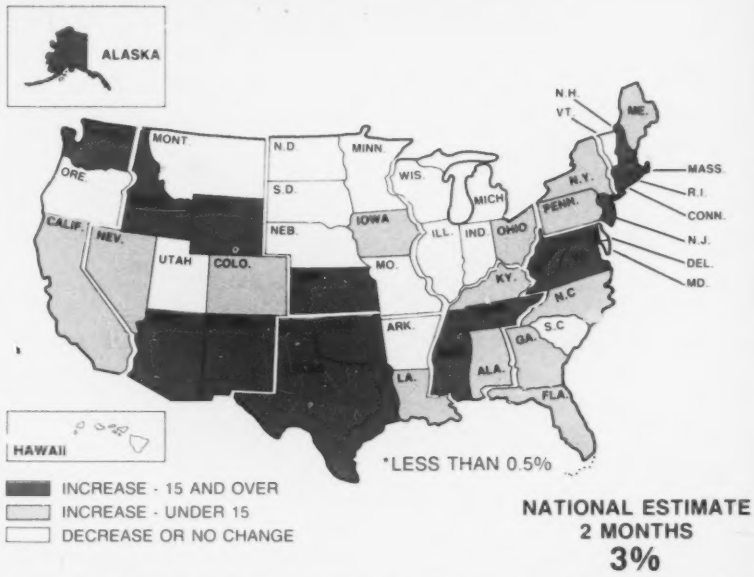
a mile.

At the same time, the nation's old, high-mileage car fleet caused an 11.2 percent increase in per-car maintenance, repairs and miscellaneous expenses, which rose from $931 or 10.5 cents per mile in 1985 to $1,035 or 11.12 cents per mile in 1986. And, insurance, licenses, and fees increased from $646 per car in 1985 to $719 per car last year, a difference of some 13 percent.

High Brake Light Is Success

Vehicles equipped with the center-mounted, or high-mounted, brake light, were 22 percent less likely to be hit from behind while braking, according to a recent NHTSA study. The additional brake light was mandated as standard equipment on autos in the 1986-model year and following.

Changes in Motor Vehicle Deaths



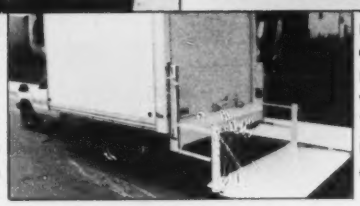
NATIONAL ESTIMATE
2 MONTHS
3%

Traffic fatalities reported by state authorities increased three percent for the first two months of 1987 over 1986 figures, according to the National Safety Council.

When it comes to trucks

Some dealerships know that you know that they don't know what they're talking about.

When it comes to trucks most car salesmen are just not qualified. Therefore, they aren't much much help when it comes to specifying equipment, bodies and accessories.



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NAFA Group Hears NHTSA Views on Odometer Law

A NAFA delegation meeting with NHTSA representatives in Washington was advised that NHTSA is drafting proposed regulations to implement the "Truth in Mileage Act of 1986," which would become effective April 29, 1989. The act requires that odometer disclosures must appear on the vehicle title, not on a separate form as currently allowed; disclosure must include the mileage statement, signature and date, and a vehicle may not be licensed unless the title form used by a state is "secure" from alteration.

NHTSA indicated that there would not be a requirement that title, buyer, and seller be present at the time of transfer of ownership. However, NHTSA does plan to require that, without exception, the vehicle title must be present at time of transfer of ownership, not allowing current practices such as "title attached."

RECOMMENDATIONS

Imports get the nod for the first time, and the nation's top lessors recommend that fleet professionals consider possible autoworker strikes and fuel economy in making vehicle acquisition decisions for the 1988-model year.

Lessor Recommendations

ARI

Noting that automobile manufacturers have evolved option packaging as part of a strategy to improve quality and production, ARI recommends consideration of option packages, "even if they might contain an item not normally ordered." These packages, according to ARI, greatly enhance the build accuracy of the vehicle and, in some cases, also improve resale return. To take advantage of available option packages and help maximize eventual resale values, ARI suggests the following equipment be ordered on *all* vehicles: automatic transmission, air conditioning, power steering and brakes, AM/FM stereo radio, tinted glass, body side moldings, wheel covers, and cloth interior.

Sub Compact:
(4-Door Sedan or Hatchback when possible)

Chevrolet Cavalier
Dodge Shadow
Ford Escort
Plymouth Horizon
Pontiac Sunbird

Compact:
(4-Door Sedan or Hatchback when possible)

Chevrolet Corsica
Ford Tempo
Mercury Topaz
Oldsmobile Cutlass Calais
Pontiac Grand AM

Cruise Control, Whitewall Tires

Mid-Size
(4-Door Sedan or Hatchback when possible)

Buick Century
Chevrolet Celebrity
Chrysler LeBaron GTS
Dodge Dynasty
Dodge Lancer
Ford Taurus
Mercury Sable
Oldsmobile Cutlass Ciera
Pontiac 6000
Toyota Camry

Cruise Control, Whitewall Tires, Power Windows, Tilt Wheel

2-Door Specialty

Buick Regal
Chrysler LeBaron Coupe
Ford Thunderbird
Mercury Cougar
Oldsmobile Cutlass Supreme
Pontiac Grand Prix

Cruise Control, Whitewall Tires, Power Windows, Tilt Wheel

Full Size/Utility
(4-Door Sedan)

Chevrolet Caprice
Ford LTD Crown Victoria "S"

Cruise Control (Open Road High Mileage Vehicle), Whitewall Tires

Full Size/Management
(4-Door Sedan)

Buick LeSabre
Chevrolet Caprice Classic
Ford LTD Crown Victoria
Mercury Grand Marquis
Oldsmobile Delta 88
Pontiac Bonneville

Cruise Control, Whitewall Tires, Power Seats, Door Locks, Power Windows, Tilt Wheel

Wagon/Sub Compact/Compact

Chevrolet Cavalier
Ford Escort
Pontiac Sunbird

Wagon/Mid Size

Buick Century
Chevrolet Celebrity
Dodge Caravan
Ford Taurus
Mercury Sable
Plymouth Voyager
Pontiac 6000
Oldsmobile Cutlass Ciera
Toyota Camry

Wagon/Full Size

Chevrolet Caprice
Ford LTD Crown Victoria
Pontiac Safari

All wagons should be equipped equal to other models in their size category and should be 8-passenger where available.

AVIS

Continued realignment of models in size and weight has made the process of vehicle selection more complex during recent years, Avis says, emphasizing economy as related to vehicle weight. Avis recommends selection based on the following parameters: vehicle must be equal to the job is expected to do; vehicle must be economical to operate; vehicle must retain a high used-car value. Since surveys have shown that fuel cost

and depreciation represent nearly 70 percent of the total operating cost of a vehicle, equal consideration must be given to these factors, Avis says. Avis recommends replacing vehicles before 50,000 miles and/or two model years, in either fall or spring.

VEHICLE SELECTION RECOMMENDATIONS

Vehicle Assignment	Vehicle Category	Engine	Model Level
Economy/Special Purpose	Sub-Compact	4 Cyl	Base Level
	Small	4 Cyl	Base Level
Sales/Service	Small	4, 6 Cyl	Mid Level
	Mid Size	4, 6 Cyl	Mid Level
Managerial	Mid Size	4, 6 Cyl	Top Level
	Full Size	6, 8 Cyl	Base Level
	Specialty	4, 6 Cyl	Selective
Executive			
Group I	Full Size	6, 8 Cyl	Mid Level
	Specialty	4, 6 Cyl	Selective
Group II	Full Size	6, 8 Cyl	Top Level
	Luxury	6, 8 Cyl	Top Level
	Specialty	4, 6, 8 Cyl	Top Level

NOTE: Where use dictates, select hatchback, station wagon or "mini" van/wagon which best fits passenger & cargo requirements.

RECOMMENDED EQUIPMENT BY VEHICLE ASSIGNMENT

I. ECONOMY/SPECIAL PURPOSE:

Air Conditioning (Selective)	H.D. Suspension	Body Side Molding
Automatic Transmission (Selective)	AM Radio	Power Steering
Power Brakes	Vinyl Upholstery	Rear Defogger where required

II. SALES/SERVICE:

Air Conditioning	Tinted Glass	Window, Drip
Automatic Transmission	Cloth/Vinyl Upholstery	Moldings, Where Applicable
Power Brakes	L.H. OSRV Mirror, Remote	Door Edge Guards
Power Steering	Wheel Covers	Front/Rear Floor Mats
AM/FM Stereo	Body Side Molding	WSW Tires
Interval Wipers	Digital Clock	

III. MANAGERIAL, Above Plus:

Tilt Wheel	Light Package	
Cruise Control	Power Windows	
	Power Door Locks	

IV. EXECUTIVE, Above Plus:

Group I:		
Power Seat-Driver	Automatic Air Conditioning	Styled Wheels
Group II: Above Plus	or 2 Tone Paint	
Tilt-Telescope Wheel	High Level Upholstery	Power Seats—All
AM/FM Stereo Cassette	Instrumentation Package	

DART & KRAFT FINANCIAL

D&K's anticipation of events that could impact the vehicle selection process for the rest of 1987 and into 1988 background its recommendations. A strike by autoworkers that could delay availability of new vehicles in the fall, continually rising oil prices, and the increasing volume of import vehicles are among concerns. To avoid possible delays in receiving 1988 models, D&K recommends considering ordering more 1987 models. To offset oil price hikes, the recommendation is toward restraint in ordering larger vehicles or engines. To compete more successfully against used imports in the used-vehicle market, D&K recommends options which will make domestic cars more attractive by resale time, which, the lessor suggests, ought to be 36 months or 50,000 to 60,000 miles, depending on model.

UTILITY MODELS

MAKE/MODEL	PRICE
Ford/Mercury	
Escort	$8,076
Tracer	$8,856
General Motors	
Cavalier	$8,544
Sunbird	$8,690
Chrysler	
Omni	$6,852
Horizon	$6,852

RECOMMENDED EQUIPMENT

Automatic Transmission	Left Hand Remote Mirror
Air Conditioning	Body Side Molding
AM Radio	Floor Mats F&R
Tinted Glass	Speed Control
Power Steering	Electric Rear Defroster
Power Brakes	Standard 4 Cylinder Engine

All purchase prices are based upon 1987 Dealer Invoice Prices in effect in February, 1987 including optional equipment and freight charges.

RECOMMENDED REPLACEMENT: 36 months or 60,000 miles.

NOTE: All D&K charts — Listing of vehicles should not be construed as a ranking.

SMALL MODELS

MAKE/MODEL	PRICE
Ford/Mercury	
Tempo	$9,331
Topaz	$9,590
General Motors	
Grand Am	$10,079
Calais	$10,442
Skylark	$10,657
Corsica	$ 9,928
Chrysler	
Aries/Reliant	$10,008
Shadow	$ 9,030
Sundance	$ 9,121

RECOMMENDED EQUIPMENT

Automatic Transmission	Left Hand Remote Mirror
Air Conditioning	Body Side Molding
AM/FM Stereo Radio	Floor Mats F&R
Tinted Glass	Speed Control
Power Steering	Electric Rear Defroster
Power Brakes	Standard 4 Cylinder Engine

RECOMMENDED REPLACEMENT: 36 months or 55,000 miles.

BEST AVAILABLE COPY

MID-SIZE MODELS

MAKE/MODEL	PRICE
Ford/Mercury	
Taurus GL	$11,625
Sable GS	$12,400
General Motors	
Celebrity	$10,701
Pontiac 6000	$11,218
Buick Century	$11,376
Olds Ciera	$11,326
Chrysler	
eBaron GTS	$11,186
Dodge Lancer	$11,102
Caravelle	$10,973
Dodge 600	$11,103
Dodge Dynasty	(new)

RECOMMENDED EQUIPMENT

Automatic Transmission	Left Hand Remote Mirror
Air Conditioning	Body Side Molding
AM/FM Stereo Radio	Floor Mats F&R
Tinted Glass	Speed Control
Power Steering	Electric Rear Defroster
Power Brakes	Standard 4 Cylinder Engine (Sable has 6 cyl. engine as standard)
Power Door Locks	Whitewall Tires

RECOMMENDED REPLACEMENT: 36 months or 55,000 miles

FULL-SIZE MODELS

MAKE/MODEL	PRICE
Ford/Mercury	
Crown Victoria	$13,607
Grand Marquis	$14,185
General Motors	
Olds Delta 88	$13,204
Buick LeSabre	$13,205
Pontiac Bonneville	$12,813
Chevrolet Caprice	$11,716
Chrysler	
Gran Fury	$11,666
Diplomat	$11,666
New Yorker	(new)

RECOMMENDED EQUIPMENT

Automatic Transmission	Left Hand Remote Mirror
Air Conditioning	Body Side Molding
AM/FM Stereo Radio	Floor Mats F&R
Tinted Glass	Speed Control
Power Steering	Electric Rear Defroster
Power Brakes	Standard Engine
Power Door Locks	Whitewall Tires
Power Windows	

RECOMMENDED REPLACEMENT: 36 months or 55,000 miles

SPECIALTY MODELS

MAKE/MODEL	PRICE
Ford/Mercury	
Thunderbird	$12,446
Cougar	$12,725
General Motors	
Buick Regal	(new)
Olds Cutlass Supreme	(new)
Pontiac Grand Prix	(new)
Chrysler	
LeBaron Coupe	$12,660

RECOMMENDED EQUIPMENT

Automatic Transmission	Left Hand Remote Mirror
Air Conditioning	Body Side Molding
AM/FM Stereo Radio w/Cassette	Floor Mats F&R
Tinted Glass	Speed Control
Power Steering	Electric Rear Defroster
Power Brakes	Standard Engine
Power Door Locks	Whitewall Tires
Power Windows	Sport Wheels
	Tilt Steering Wheel

RECOMMENDED REPLACEMENT: 36 months or 55,000 miles

GELCO

In its 30th year as a lessor, Gelco includes in its recommendations acquisition costs, operating costs, and resale value. Gelco notes that acquisition costs are three percent higher than April 1, 1987 prices and include recommended options listed with each selector group, but do not reflect added costs such as freight, taxes, and titles. Operating cost figures do not include fuel costs. Gelco sees continuing strength in resale values, despite low-cost financing and manufacturers' incentives. Longer warranties, which Gelco says complement the fleet market, become incentives to replace vehicles at 50,000 miles, so the retail customer would have miles remaining under warranty. Condition is the key to resale, Gelco adds.

LUXURY GROUP

		Acquisition Cost	Operating Cost Cent/Mile	Resale Value	EPA MPG City	EPA MPG Highway
	Cadillac DeVille	$19,173	$ 0190	$11,200	18	25
***	Lincoln Continental	$22,188	$ 0202	$12,550	NA	NA
	Oldsmobile Toronado Brougham	$18,312	$ 0187	$10,000	19	28
	Buick Park Avenue	$16,490	$ 0187	$ 9,100	18	25
*	Lincoln Mark VII	$20,184	$ 0201	$11,100	16	23
***	Chrysler New Yorker Landau	NA	NA	NA	NA	NA
	Oldsmobile 98 Regency Brougham	$16,420	$ 0187	$9,050	18	25

* As of this printing Ford has made no decision on Guaranteed Resale Programs.
** Does not include fuel costs.
*** New Model For 1988.

Luxury Recommended Equipment: Eight-Cylinder Engine Where Available, Automatic Transmission, Power Steering, Power Brakes, Dual Remote Mirrors, AM/FM Stereo Radio with Cassette, Automatic Air Conditioning, Tinted Glass Windows, Power Door Locks, Power Windows, Power Seats, Power Trunk Release, Cruise Control, Tilt Steering Wheel, Electric Rear Window Defroster, White Sidewall Tires, Body Side Molding, Front & Rear Carpeted Mats.

RECOMMENDATIONS

FULL-SIZE GROUP

	Buick LeSabre Custom	$12,624	$.0187	$6,300	18	24
	Chevrolet Caprice Classic	$11,836	$.0201	$5,500	18	24
***	Chrysler New Yorker	N/A	N/A	N/A	N/A	
***	Dodge Dynasty	N/A	N/A	N/A	N/A	
*	Ford Crown Victoria	$13,245	$.0195	$6,000	16	23
*	Mercury Grand Marquis	$13,756	$.0195	$6,200	16	23
	Pontiac Bonneville	$12,314	$.0187	$6,100	18	24
	Oldsmobile Delta 88 Royale	$12,616	$.0187	$6,300	18	24

* As of this printing Ford has made no decision on Guaranteed Resale Programs.
** Does not include fuel costs.
*** New Model For 1988.

Full-Size Recommended Equipment: Six or Eight Cylinder Engine, Automatic Transmission, Power Steering, Power Brakes, AM/FM Stereo Radio, Dual Mirrors, Air Conditioning, Tinted Glass Windows, Power Door Locks, Power Windows, Cruise Control, Tilt Steering Wheel, Electric Rear Window Defroster, Front & Rear Mats, White Sidewall Tires, Body Side Moldings.

SPECIALTY GROUP

****	Buick Regal	$11,435	$0.188	$5,550	20	28
	Chevrolet Beretta	$ 9,913	$.0152	$4,900	N/A	N/A
	Chevrolet Monte Carlo	$11,129	$.0199	$4,825	19	24
	Chrysler LeBaron Coupe	$11,482	$.0190	$5,100	16	26
	Dodge Daytona	$10,570	$.0180	$4,650	23	26
*	Ford Thunderbird	$11,805	$.0202	$5,200	19	22
*	Mercury Cougar	$12,105	$.0202	$5,325	19	22
***	Oldsmobile Cutlass Supreme	$11,734	$.0188	$5,600	20	28
***	Pontiac Grand Prix	$11,195	$.0188	$5,500	20	28

* As of this printing Ford has made no decision on Guaranteed Resale Programs.
** Does not include fuel costs.
*** New Models Available Spring 1988.
**** Available Fall 1987.

Specialty Recommended Equipment: Four or Six-Cylinder Engine, Automatic Transmission, Power Steering, AM/FM Stereo Radio, Sport Mirrors, Air Conditioning, Power Windows, Power Door Locks, Tinted Glass Windows, Cruise Control, Tilt Steering Wheel, Electric Rear Window Defroster, White Sidewall Tires, Front & Rear Mats, Body Side Moldings.

MID-SIZE GROUP

	Buick Century Custom	$10,861	$.0188	$5,000	23	32
	Chevrolet Celebrity	$10,074	$.0188	$4,500	23	32
	Chrysler LeBaron GTS	$10,657	$.0190	$4,500	23	26
	Dodge 600	$10,170	$.0181	$4,300	23	26
	Dodge Lancer	$10,415	$.0180	$4,350	23	26
*	Ford Taurus	$10,252	$.0179	$5,075	24	28
*	Mercury Sable GS	$11,068	$.0179	$5,575	24	28
	Oldsmobile Cutlass Ciera LS	$10,799	$.0188	$5,000	23	32
	Plymouth Caravelle	$ 9,618	$.0181	$4,000	23	26
	Pontiac 6000	$10,419	$.0188	$4,650	23	32
***	Dodge Dynasty L	N/A	N/A	N/A	N/A	N/A

* As of this printing Ford has made no decision on Guaranteed Resale Programs.
** Does not include fuel costs.
*** New Model For 1988.

FUNCTIONAL COMPACT GROUP

	Buick Skylark Custom	$10,486	$.0159	$4,550	24	32
	Chevrolet Corsica	$ 9,828	$.0152	$4,525	N/A	35
	Dodge Shadow	$ 8,681	$.0151	$3,850	21	26
*	Ford Tempo GL	$ 8,764	$.0150	$3,925	25	29
*	Mercury Topaz GS	$ 9,074	$.0150	$4,075	25	29
	Oldsmobile Calais	$10,220	$.0159	$4,500	24	32
	Pontiac Grand Am	$ 9,817	$.0159	$4,500	24	32
	Plymouth Sundance	$ 8,774	$.0151	$3,850	21	26

* As of this printing Ford has made no decision on Guaranteed Resale Programs.
** Does not include fuel costs.

Functional Recommended Equipment: Four-Cylinder Engine, Automatic Transmission, Power Steering, Power Brakes, AM/FM Stereo Radio, Dual Mirrors, Air Conditioning, Tinted Glass Windows, Electric Rear Window Defroster, Front & Rear Mats, Body Side Moldings.

EFFICIENCY SUB-COMPACT GROUP

	Chevrolet Cavalier	$8,359	$.0147	$3,525	24	31
	Dodge Omni	$6,971	$.0150	$2,500	24	28
*	Ford Escort	$7,453	$.0159	$2,950	25	30
*	Mercury Tracer	$8,250	$.0159	$3,150	28	35
	Plymouth Horizon	$6,971	$.0150	$2,500	24	28
	Pontiac Sunbird	$8,953	$.0147	$3,650	24	31

* As of this printing Ford has made no decision on Guaranteed Resale Programs.
** Does not include fuel costs.

Efficiency Recommended Equipment: Four-Cylinder Engine, Automatic Transmission, Power Steering, AM Radio, Dual Mirrors, Power Brakes, Air Conditioning, Tinted Glass Windows, Electric Rear Window Defroster, Front & Rear Mats, Body Side Moldings.

HERTZ/U.S. FLEET LEASING

Cost control begins with the selection of appropriate vehicles for fleet use, with cost and ultimate resale value acting as determinants in vehicle selection, Hertz/USFL stresses. Key recommendations for 1988 are based on projected costs of operation and represent what Hertz/USFL suggests are the most economical mid-size sedans for a 24-month lease period. The mid-size models recommended include Ford Taurus L, Plymouth Caravelle, Dodge 600, Chevrolet Celebrity, and Pontiac 6000, ranked by estimated miles per gallon and 24-month total cost.

KEY 1988 RECOMMENDATIONS

The **Ford Taurus**' strong 1987 sales justified Ford's expensive gamble on such an aerodynamically advanced vehicle. For the second straight year, the Taurus is our top-rated mid-size vehicle.

The **Plymouth Caravelle** and **Dodge 600**, Chrysler's mid-priced conventionally styled roomy sedans, continue to offer a high level of standard equipment at an affordable price. An EFI 2.2L-4 engine and three-speed automatic transaxle are standard.

One of the most popular fleet cars, the **Chevrolet Celebrity** continues to offer the EFI 2.5L-4 engine as standard, with the 2.8L-V6 optional. Performance-oriented drivers may appreciate Celebrity's Eurosport with the larger engine and five-speed manual transmission.

The popular mid-size **Pontiac 6000** sedan also provides a standard EFI 2.5L-4 engine and three-speed automatic transmission. An optional EFI 2.8L-V6 engine and four-speed automatic transmission are available. The 6000 SE has the larger engine and a number of other performance-oriented features as standard equipment.

In **other popular sizes**, these are our top-rated coupes and sedans:

Compact Sedans	**Plymouth Horizon America/ Dodge Omni America**
Specialty Coupes	**Pontiac Grand Am**
Large Sedans	**Pontiac Bonneville**
Personal Luxury Coupes	**Oldsmobile Toronado Brougham**
Mid-Size Luxury Sedans	**Chrysler Fifth Avenue**
Large Luxury Sedans	**Oldsmobile 98 Regency Brougham**

NEW 1988 MODELS

CHEVROLET CORSICA: A front-wheel drive, four-door compact sedan which replaces the Citation in the Chevrolet lineup. The Corsica fits in between the Cavalier and the Celebrity in both size and price. The powertrain is identical to the Cavalier's: standard 2.0L-4, optional 2.8L-V6.

CHEVROLET BERETTA: Mechanically similar to the Corsica, but with its own unique two-door coupe body.

DODGE DYNASTY: A brand-new front-wheel drive mid-size sedan. The Dynasty features six-passenger seating and a high level of standard equipment. The standard engine is a new Mitsubishi 3.0L-V6 with electronic multipoint fuel injection.

CHRYSLER NEW YORKER AND NEW YORKER LANDAU: The same basic design as the Dynasty, but with more luxury features.

LINCOLN CONTINENTAL: The Continental, the first front-wheel drive Lincoln, is all new for 1988. It features aerodynamic styling, a 3.8-liter V6 with electronic multi-point fuel injection, an engine balance shaft for smoothness, an anti-lock brake system (ABS), air suspension, four-wheel disc brakes, and a large trunk.

PONTIAC GRAND PRIX, BUICK REGAL AND OLDSMOBILE CUTLASS SUPREME: These three specialty coupes are completely new for 1988. They have front-wheel drive, standard 2.8L-V6, four-wheel disc brakes, and aerodynamic styling. Slightly smaller than the old rear-wheel drive models, they have the same front seat room and slightly less rear seat room. The trunk is also slightly smaller. Overall, the new models are about 250 pounds lighter than the 1987 models.

IMPORTS: Both Toyota and Nissan now have an extensive delivery network and are aggressively pursuing fleet business. We will advise our customers as soon as our relationships with Nissan and Toyota have been finalized.

LEND LEASE

Refraining from making specific vehicle recommendations, Lend Lease acknowledges that "the factors in vehicle selection which a fleet administrator can and should consider are virtually limitless." Lend Lease urges that fleet professionals prioritize each of the variables in terms of company needs and goals. Parameters to be considered include functionality, initial cost, resale value, operating costs, "driver" factors, and vehicle availability. Matching the vehicle to the job it will perform, according to Lend Lease, is the single most important step among all considerations. The company offers data and personnel to assist fleet managers in making appropriate vehicle selection decisions. "Putting the customer 'first' is 'second' nature to us," Lend Lease emphasizes.

McCULLAGH

Calling the 1987 model year "another year of unusual and challenging situations for fleet managers," McCullagh Leasing refers to the erratic resale market and the impacts of the Tax Reform Act of 1986 as indicators that the industry is ever-changing. McCullagh recommends preparing for price increase from three to five percent, due to strike threats in the auto industry and urges making vehicle selections for 1988 early. The lessor stresses application as the underlying criterion for vehicle selection. "Determine what are the most important factors driving your decision on company cars." Looking toward resale, McCullagh suggests that options might be decided by drivers to promote better pride in and care of a vehicle.

STANDARD VEHICLES

These vehicles typically serve a marketing function (sales/service). Recommended Replacement: 36 months/50,000 miles. Recommended Equipment: Air Conditioning, Automatic Transmission, Body Side Mouldings, Front & Rear Guards, Power Brakes, Power Steering, AM/FM Radio, Rear Defroster, Speed Control, Steel Belted Radial Tires, Tinted Glass, Wheel Covers.

4-Door	2-Door
Standard — Class 1	
Chevrolet Caprice Dodge Diplomat Plymouth Gran Fury Ford LTD Crown Victoria "S"	
Standard — Class 2	
Mercury Sable GS Ford Taurus	Buick Regal Chevrolet Monte Carlo Ford Thunderbird Mercury Cougar Oldsmobile Cutlass Supreme
Oldsmobile Cutlass Ciera Buick Century Custom	Oldsmobile Cutlass Ciera Buick Century Custom Pontiac Grand Prix
Standard — Class 3	
Ford Taurus Pontiac 6000 Chevrolet Celebrity Plymouth Caravelle Dodge 600 Chrysler LeBaron GTS Dodge Lancer Oldsmobile Calais Buick Skylark Pontiac Grand Am Chrysler LeBaron	Pontiac 6000 Chevrolet Celebrity Oldsmobile Calais Buick Somerset Pontiac Grand Am

Standard — Class 4	
Chevrolet Beretta	Ford Mustang
Chevrolet Corsica	
Ford Tempo L	Ford Tempo
Mercury Topaz	Mercury Topaz
Dodge Aries	Dodge Aries
Plymouth Reliant	Plymouth Reliant
Buick Skyhawk	Buick Skyhawk
Chevrolet Cavalier	Chevrolet Cavalier
Oldsmobile Firenza	Oldsmobile Firenza
Pontiac Sunbird	Pontiac Sunbird

Standard — Class 5	
AMC Alliance	AMC Alliance
Dodge Omni Hatchback	
Dodge Shadow Hatchback	Dodge Shadow Hatchback
Ford Escort	Ford Escort
Mercury Lynx	
Plymouth Horizon Hatchback	
Plymouth Sundance Hatchback	Plymouth Sundance Hatchback
Chevrolet Nova CL	

MANAGEMENT VEHICLES

The vehicles in this class are recommended for functions where operating costs are balanced by other, less tangible requirements. Recommended Replacement: 24 months/45,000 miles. Recommended Equipment: Air Conditioning, Automatic Transmission, Body Side Moldings, Front & Rear Guards, Power Brakes, Power Door Locks, Power Steering, Power Windows, Rear Defroster, AM/FM Stereo, Speed Control, Steel Belted Radial Tires, Tilt Wheel, Tinted Glass, Wheel Covers.

4-Door	2-Door
Management — Class 1	
Buick LeSabre	Buick LeSabre LS
Chevrolet Caprice Classic	
Ford LTD Crown Victoria	Ford LTD Crown Victoria
Oldsmobile Delta 88	Oldsmobile Delta 88
Pontiac Bonneville	
Chrysler New Yorker	
Dodge Dynasty LE	
Management — Class 2	
Mercury Sable LS	Mercury Sable LS
	Buick Regal Limited
Chrysler New Yorker	
	Ford Thunderbird
	Mercury Cougar LS
	Oldsmobile Cutlass Supreme Classic
	Pontiac Grand Prix LE
	Chrysler LeBaron Coupe
	Oldsmobile Cutlass Supreme
Management — Class 3	
Buick Century Ltd	Buick Century Ltd
LeBaron GTS Hatchback	LeBaron GTS Hatchback
Olds Ciera Brougham	Olds Ciera Brougham
Pontiac 6000 LE	Pontiac 6000 LE
Mercury Sable GS	Mercury Sable GS
Dodge Dynasty	

EXECUTIVE VEHICLES

Where luxury, comfort and prestige are the primary considerations, these cars are recommended. Recommended Replacement: 24 months/25,000 miles. Recommended Equipment: Air Conditioning, Dual Remote Mirrors, Power Brakes, Power Door Locks, Power Seats, Power Steering, Power Windows, Rear Defroster, Speed Control, Steel Belted Radial Tires, AM/FM Stereo, Tilt Wheel, Tinted Glass.

4-Door	2-Door
Executive — Class 1	
Cadillac Seville	
Lincoln Continental	
Cadillac Fleetwood	
Cadillac Fleetwood Brougham	
Executive — Class 2	
	Cadillac Eldorado
	Cadillac Mark VII
Executive — Class 3	
Cadillac Sedan Deville	Cadillac Coupe Deville
Lincoln Town Car	
Executive — Class 4	
Buick Electra Limited	
Buick Electra Park Avenue	Buick Electra Park Avenue
Chrysler 5th Avenue	
Mercury Grand Marquis	Mercury Grand Marquis
Oldsmobile 98 Regency	
Oldsmobile Ninety-Eight Regency Brougham	
Chrysler New Yorker Landau	
Executive — Class 5	
	Buick Riviera
	Buick Riviera T Type
	Oldsmobile Toronado Brougham

PH&H

Peterson, Howell & Heather, noting that the current supply of new cars is high and the total demand for new cars has been stable over the past year, indicates that the supply and demand theme is critical to 1988-model year planning. Based on careful analyses of economic factors, automobile production capacity, sales and resale values, the labor situation, and fuel prices, PH&H offers general recommendations as follow: Select vehicles that offer fleet incentives to lower acquisition costs and minimize depreciation; stress the value of lower-cost factory orders over dealer orders to offset demand for popular models which could result in longer lead time order planning; order cars which are anticipated to recapture the highest amount of original cost; select vehicles in anticipation of the 1990 resale market; replace cars by 55,000 miles to maximize their

values: design selectors with strike-affected make and model alternatives in mind; select four-cylinder engines to take advantage of possible fuel cost increases and minimize acquisition costs. From the total universe of vehicles, PH&H has evaluated each model to identify those vehicles best available for a variety of fleet applications. These vehicles are listed in alphabetical order.

Model	Make	Style
Aries LE/Reliant LE	Dodge/Plymouth	Sedan
Beretta	Chevrolet	Coupe
Bonneville LE	Pontiac	Sedan
Calais	Oldsmobile	Sedan
Caprice	Chevrolet	Sedan
Caravelle	Plymouth	Sedan
Cavalier	Chevrolet	Sedan
Celebrity CL	Chevrolet	Sedan
Century Custom	Buick	Sedan
Corsica	Chevrolet	Sedan
Cougar LS	Mercury	Coupe
Cutlass Ciera	Oldsmobile	Sedan
Delta 88 Royale	Oldsmobile	Sedan
Dynasty	Dodge	Sedan
Grand Am	Pontiac	Sedan
Lancer	Dodge	Hatchback
LeBaron Coupe	Chrysler	Coupe
LeBaron GTS	Chrysler	Hatchback
LeSabre Custom	Buick	Sedan
LTD Crown Victoria 'S'	Ford	Sedan
Nova	Chevrolet	Sedan
Regal Custom	Buick	Coupe
Sable GS	Mercury	Sedan
Shadow	Dodge	Hatchback
6000	Pontiac	Sedan
Skylark Custom	Buick	Sedan
Sundance	Plymouth	Hatchback
Taurus L	Ford	Sedan
Tempo GL	Ford	Sedan
Thunderbird	Ford	Coupe
Topaz GS	Mercury	Sedan
Aerostar	Ford	Van
Aries LE/Reliant LE	Dodge/Plymouth	Wagon
Astro CS	Chevrolet	Van
Caravan/Voyager	Dodge/Plymouth	Van
Celebrity CL	Chevrolet	Wagon
6000	Pontiac	Wagon
Taurus L	Ford	Wagon

WHEELS

Wheels views vehicle selection as having two independent steps. The first is construction of the selector shell, which establishes guidelines as to how the fleet will be used. The second step is to review alternate vehicles and make selections based on application. Wheels has identified five use categories and selected a "benchmark" vehicle for each, noting that not all the vehicles shown in all five categories would be included in any one fleet selector list. Each category contains estimated initial costs (estimated 1988 dealer invoice price, including base price, freight, and accessories shown under basic equipment) and monthly operating costs (considering initial cost, estimated resale, investment cost and fuel, at $1.00 per gallon) in the table below. Monthly costs are based on a life cycle of 30 months and 55,000 miles.

CATEGORY 1

Special fleet for low annual mileage/urban applications. Priority on low cost.

Model (Initial Cost)	Estimated Monthly Operating Cost
Ford Escort GL ($8518)	$298
Chevrolet Nova ($8155)	$258
Dodge Omni ($7268)	$272
Plymouth Horizon ($7268)	$272
Dodge Shadow ($8809)	$290
Mercury Tracer ($8843)	$292
Plymouth Sundance ($8901)	$292
Upgrades	
Ford Mustang LX* ($9757	$301
Chevrolet Camaro* ($10,921)	$338

Basic Equipment: 4-Cylinder Engine, Air Conditioning, AM/FM Stereo, Automatic Transmission, Body Side Molding, Full Wheel Covers, Left Hand Remote Mirror, Power Brakes, Power Steering, Tinted Glass, Whitewall Tires. **Optional Equipment:** Rear Defroster, Tilt Wheel

*Available as a 2-door only.
Chevrolet Camaro is only available with a 6-cylinder engine.
Note: All Benchmark Vehicles are in italics.

CATEGORY 2

Basic fleet for standard applications. Priority on low cost.

Model (Initial Cost)	Estimated Monthly Operating Cost
Chevrolet Corsica ($9935)	$320
Pontiac Sunbird ($9542)	$314
Chevrolet Cavalier RS ($9673)	$317
Buick Skyhawk ($9843)	$321
Oldsmobile Firenza ($9840)	$321
Pontiac Grand Am ($10,465)	$322
Ford Tempo GL ($9554)	$328
Upgrades	
Oldsmobile Calais ($10,722)	$328
Buick Skylark Custom ($10,848)	$331
Mercury Topaz GS ($9783)	$334
Dodge Aries ($9728)	$338
Plymouth Reliant ($9728)	$338
Ford Tempo LX ($10,380)	$348
Chrysler LeBaron Sedan ($10,917)	$351

Basic Equipment: 4-Cylinder Engine, Air Conditioning, AM/FM Stereo, Automatic Transmission, Body Side Molding, Full Wheel Covers, Left Hand Remote Mirror, Power Brakes, Power Steering, Tinted Glass, Whitewall Tires. **Optional Equipment:** Cruise Control, Power Door Locks, Rear Defroster, Tilt Wheel

CATEGORY 3

Basic fleet for standard applications. Priority on reasonable cost and driver acceptance.

Model (Initial Cost)	Estimated Monthly Operating Cost
Chevrolet Celebrity CL ($11,016)	$351
Dodge Lancer ($10,772)	$341
Chrysler LeBaron GTS ($11,047)	$348
Ford Taurus L ($10,957)	$349
Pontiac 6000 ($10,962)	$349
Dodge 600 SE ($10,880)	$350
Plymouth Caravelle SE ($10,750)	$350
Upgrades	
Oldsmobile Ciera ($11,368)	$355
Buick Century Custom ($11,380)	$356
Pontiac 6000 LE ($11,500)	$362
Mercury Sable GS ($12,338)	$387

Basic Equipment: 4-Cylinder Engine (or 6-Cylinder if Base), Air Conditioning, AM/FM Stereo, Automatic Transmission, Body Side Molding, Full Wheel Covers, Left Hand Remote Mirror, Power Brakes, Power Stering, Tinted Glass, Whitewall Tires. **Optional Equipment:** Cruise Control, Dual Remote Mirrors, Light Group, Power Door Locks, Power Seat, Power Windows, Rear Defroster, Split Front Seat, Tilt Steering Wheel

RECOMMENDATIONS

CATEGORY 4

Basic fleet for standard applications. Priority on driver acceptance and image.

Model (Initial Cost)	Estimated Monthly Operating Cost
Ford Taurus GL ($12,506)	$387
Buick Regal* ($12,210)	$373
Pontiac Grand Prix* ($12,088)	$374
Oldsmobile Cutlass Supreme* ($12,393)	$381
Chevrolet Monte Carlo LS* ($12,152)	$383
Buick Regal Limited* ($12,881)	$388
Mercury Sable GS ($12,663)	$390
Cutlass Supreme Brougham* ($13,102)	$396
Upgrades	
Chevrolet Caprice Classic ($12,803)	$399
Dodge Diplomat SE ($12,392)	$403
Mercury Cougar LS* ($13,048)	$403
Ford Thunderbird* ($13,040)	$407
Ford Crown Victoria ($13,757)	$410
Dodge Dynasty LE ($13,200)	$414
Oldsmobile Delta 88 Royale ($13,508)	$414
Mercury Sable LS ($13,766)	$415
Pontiac Bonneville LE ($13,585)	$415
Ford Taurus LX ($13,835)	$416
Buick LeSabre Custom ($13,839)	$421

Basic Equipment: 6-Cylinder (or 8-Cylinder if Base), Air Conditioning, AM/FM Stereo, Automatic Transmission, Body Side Molding, Cruise Control, Left Hand Remote Mirror, Light Group, Power Brakes, Power Steering, Rear Defroster, Tinted Glass, Whitewall Tires. **Optional Equipment:** 8-Cylinder Engine and Overdrive Transmission (included in Caprice, Crown Victoria & Grand Marquis), Dual Remote Mirrors, Heavy Duty Suspension, Tilt Steering Wheel**, Premium Wheel Covers, Split Front Seat, Power Door Locks**, Power Seat**, Power Windows**

*Available as a 2-door only.
**Recommended on upgrade models.

CATEGORY 5

Special fleet for executive applications. Priority on driver image and prestige.

Model (Initial Cost)	Estimated Monthly Operating Cost
Buick Electra Park Avenue ($18,083)	$507
Mercury Grand Marquis LS ($15,889)	$461
Oldsmobile Delta 88 Royale Brougham ($15,574)	$461
Buick LeSabre Limited ($15,897)	$468
Chrysler Fifth Avenue ($16,270)	$479
Chrysler New Yorker Landau ($17,300)	$498
Oldsmobile 98 Regency Brougham ($17,960)	$505
Upgrades	
Oldsmobile Toronado* ($19,195)	$532
Buick Riviera* ($19,580)	$541
Lincoln Mark VII* ($21,245)	$566
Lincoln Town Car ($21,330)	$574
Cadillac De Ville ($21,286)	$575
Cadillac Brougham ($21,866)	$580
Cadillac Eldorado* ($22,474)	$588
Lincoln Continental ($23,284)	$617
Cadillac Seville ($24,791)	$631
Cadillac Fleetwood d'Elegance ($24,777)	$653

Basic Equipment: 6-Cylinder or 8-Cylinder Engine, Air Conditioning, AM/FM Stereo/Tape, Automatic Transmission, Body Side Molding, Bumper Guards, Cruise Control, Dual Power Seats, Dual Remote Mirrors, Light & Accessory Groups, Power Antenna, Power Brakes, Power Locks, Power Steering, Power Trunk, Power Windows, Premium Wheel Covers, Rear Defroster, Split Front Seat, Tilt Steering Wheel, Tinted Glass, Whitewall Tires.
*Available as a 2-door only.

ARI Claims First with Computerized Specifications

For the first time ever, 1988-vehicle specification information can be analyzed on a computer using a floppy disk provided by ARI, Inc. to its current and prospective clients. The lessor has programmed complete vehicle information on a five-and-one-quarter-inch diskette.

The menu-driven program, designed to run on most IBM PC or compatible computers, allows the fleet manager to prioritize vehicles to develop a fleet selector list. From the main menu, the fleet manager can look at individual vehicle profiles, view all vehicles per his fleet specifications, and rank all vehicles by any category, for comparison purposes.

Automotive information, including body group and type, manufacturer, model, acquisition cost, engine, number of cylinders; general information, such as wheelbase, curb weight, cargo space, and overall length; cost information per mile; fuel information, and dimensions are presented in each vehicle's profile. The specifications information allows the fleet manager to view all vehicles which confirm to his specifications. For example, he may wish to review all mid-size cars costing less than $10,000 with six-cylinder engines. ARI has inserted the innovative disc in its "1988 ARI Fleet Recommendations" booklet.

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Fleet Car Registrations

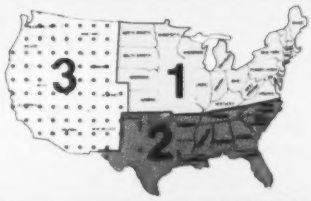
'86 vs. '87 Model Year: The First Six Months

MODEL	1986 Model Year Total	1986 1st 6 Mos MYTD	1987 1st 6 Mos MYTD
SUBCOMPACT			
Alliance/Encore	12,167	8,041	4,092
Cavalier	87,751	44,025	30,560
Charger	1,902	1,207	122
Chevette	21,456	16,828	5,570
Colt	11,053	7,846	1,764
Escort	58,002	37,327	29,910
Fiero	8,716	5,059	2,485
Firenza	6,777	4,184	2,405
Horizon	12,905	8,091	3,362
Lynx/Capri	15,612	9,621	4,627
Mustang	23,666	15,324	9,908
Nova	16,196	9,564	3,818
Omni	11,631	6,674	3,793
Skyhawk	8,632	5,616	2,366
Spectrum	9,049	5,273	21,434
Sprint	5,411	3,457	5,126
Sunbird	24,875	9,009	8,766
T-1000	4,578	3,539	682
Turismo	2,146	1,470	173
Total Subcompact	**342,525**	**202,155**	**143,963**
COMPACT			
Aries	36,901	19,130	24,314
Beretta	0	0	5,559
Calais	20,771	14,152	8,165
Camaro	23,727	14,839	5,680
Citation	447	447	0
Conquest/Vista	3,141	1,642	959
Corsica	0	0	5,682
Daytona	2,473	1,519	320
Eagle	1,549	1,282	209
Firebird	12,307	7,395	4,609
Golf	6,386	3,348	1,828
Grand Am	41,783	26,095	39,517
Jetta	8,259	4,064	3,182
Lancer	11,718	7,013	4,582
LeBaron GTS	14,549	8,503	4,652
Laser	2,218	1,420	25
Reliant	54,649	22,834	20,844
Shadow	1,729	0	6,985
Somerset Regal/Skylark	28,014	9,518	6,429
Sundance	1,394	0	5,934
Tempo	56,615	32,538	41,518
Topaz	15,454	6,303	14,043
Total Compact	**344,084**	**182,042**	**205,036**

MODEL	1986 Model Year Total	1986 1st 6 Mos MYTD	1987 1st 6 Mos MYTD
INTERMEDIATE			
600	20,446	8,270	9,803
6000	51,483	30,118	32,500
Bonneville	7,866	5,228	6,973
Caravelle	14,445	7,174	10,087
Celebrity	118,074	70,249	74,235
Century	38,148	23,865	24,190
Cougar	24,550	10,405	7,735
Cutlass Ciera	66,405	38,106	44,247
Cutlass Supreme	40,321	17,969	10,036
Grand Prix	4,849	3,477	944
LeBaron	11,047	6,380	5,729
LeBaron Coupe	0	0	3,031
LTD	20,568	18,739	582
Marquis	9,076	9,076	0
Monte Carlo	11,619	8,319	2,733
New Yorker	3,779	2,452	1,658
Regal	8,992	6,647	2,404
Sable	19,006	5,178	12,033
Taurus	41,303	10,461	67,175
Thunderbird	28,646	17,512	13,973
Total Intermediate	**540,553**	**299,625**	**330,069**
STANDARD			
Delta 88	19,109	9,019	12,979
Diplomat	16,200	5,028	3,522
Fifth Avenue	29,442	19,131	3,903
Gran Fury	7,238	2,087	1,624
Grand Marquis	16,142	5,247	6,564
Impala/Caprice	48,734	26,329	21,718
LeSabre	9,934	3,941	10,954
Crown Victoria	36,912	16,040	17,062
Parisienne	7,516	4,410	686
Total Standard	**191,227**	**91,232**	**79,012**
LUXURY			
Allante	0	0	14
Cimarron	1,667	954	509
Continental	2,812	1337	1,259
Corvette	6,263	3,872	1,765
DeVille	27,736	17,755	15,585
Eldorado	3,220	2,218	1,753
Electra	23,242	16,390	9,843
Fleetwood	5,798	2,603	5,013
Mark VII	3,035	1,335	1,730
98 Regency	38,420	29,440	6,089
Riviera	5,235	1,413	5,993
Seville	2,119	1,282	5,728
Toronado	1,707	969	2,626
Town Car	36,955	25,682	26,041
Total Luxury	**158,209**	**105,205**	**83,948**
Total Domestic	**1,576,598**	**880,259**	**842,028**

USED CARS

The following are average car prices ending July 8, 1987. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
85 AMC ALLIANCE			
Sdn 4 Dr L Series	3335	3370	3268
84 AMC ALLIANCE			
Sdn 4 Dr L Series	2631	2655	2579
85 AMC ENCORE			
Sdn 5-Dr S Series	3319	3352	3251
84 AMC ENCORE			
Sdn 5-Dr S Series	2792	2822	2740
85 BUICK SKYHAWK			
Cust Coupe	3763	3800	3688
Cust Sdn	3820	3860	3743
85 BUICK CENTURY			
Cust Sdn	5846	5906	5729
84 BUICK CENTURY			
Cust Sdn	4841	4887	4743
85 BUICK SKYLARK			
Cust Sdn	4354	4398	4268
84 BUICK SKYLARK			
Cust Sdn	3474	3709	3407
85 BUICK SOMERSET REGAL			
Coupe	6330	6394	6205
85 BUICK RIVIERA			
Coupe	10,342	10,446	10,136
84 BUICK RIVIERA			
Coupe	8626	8711	8455
85 BUICK LE SABRE			
Cust Sdn	7173	7245	7033
Cust Cpe	7173	7245	7033
85 CADILLAC DE VILLE			
Cpe	10,761	10,867	10,546
Sdn	10,761	10,867	10,546
84 CADILLAC DE VILLE			
Cpe	8194	8274	8031
Sdn	8136	8221	7976
85 CADILLAC SEVILLE			
Sdn	14,957	15,105	14,659
84 CADILLAC SEVILLE			
Sdn	12,423	12,548	12,176
85 CHEVY CHEVETTE			
Htchbk 4 Dr	3044	3072	2983
84 CHEVY CHEVETTE			
Htchbk 4 Dr	2321	2342	2273
85 CHEVY CAMARO			
Cpe	6493	6560	6367
84 CHEVY CAMARO			
Cpe	5456	5509	5347
85 CHEVY CAVALIER			
Sdn	4269	4312	4183
84 CHEVY CAVALIER			
Sdn	3453	3485	3383
85 CHEVY CELEBRITY			
Sdn	5325	5378	5222
84 CHEVY CELEBRITY			
Sdn	4127	4169	4048
85 CHEVY CAPRICE			
Sdn	6748	6813	6612
84 CHEVY CAPRICE			
Sdn	5402	5457	5296
85 CHRYSLER LE BARON			
Cpe	5465	5518	5355
Sdn	5500	5555	5392
84 CHRYSLER LE BARON			
Cpe	4336	4379	4247
Sdn	4336	4379	4247
85 CHRYSLER FIFTH AVENUE			
Sdn	8433	8517	8262
84 CHRYSLER FIFTH AVENUE			
Sdn	7110	7183	6969
85 DODGE OMNI			
Htchbk 4 Dr	3399	3433	3331
84 DODGE OMNI			
Htchbk 4 Dr	2704	2731	2650
85 DODGE ARIES			
Sdn	4066	4109	3987
84 DODGE ARIES			
Sdn	3018	3049	2959
85 DODGE DIPLOMAT			
Sln Sdn	4643	4687	4551
84 DODGE DIPLOMAT			
Sln Sdn	3570	3604	3497
85 DODGE LANCER			
Sdn	5507	5563	5397
85 DODGE 600			
Sdn	5134	5183	5032
84 DODGE 600			
Sdn	3795	3832	3717
85 FORD ESCORT			
Htchbk 4 Dr L Series	3536	3572	3466
84 FORD ESCORT			
Htchbk 4 Dr L Series	2814	2844	2762
85 FORD MUSTANG			
LX-4 Cpe	5089	5140	4987
84 FORD MUSTANG			
L-4 Cpe	4124	4164	4042
85 FORD TEMPO			
GL Sdn 2 Dr	4243	4286	4159
GL Sdn 4 Dr	4314	4359	4227
84 FORD TEMPO			
L Sdn 2 Dr	2832	2860	2775
L Sdn 4 Dr	2886	2914	2828
85 FORD LTD			
Sdn	4568	4614	4476
84 FORD LTD			
Sdn	3402	3437	3336
85 FORD CROWN VIC			
Sdn	7688	7762	7534
84 FORD CROWN VIC			
Sdn	6196	6259	6073
85 FORD THUNDERBIRD			
Cpe	6597	6663	6465
84 FORD THUNDERBIRD			
Cpe	5453	5507	5344
85 LINCOLN CONTINENTAL			
Sdn	13,343	13,478	13,078
Town Car Sdn	12,048	12,170	11,807
Mark VII Cpe	13,069	13,196	12,804
84 LINCOLN CONTINENTAL			
Sdn	10,048	10,148	9846
Town Car Sdn	8931	9019	8753
Mark VII Cpe	9759	9857	9564
85 MERCURY LYNX			
Htchbk 2 Dr	3361	3394	3291
84 MERCURY LYNX			
Htchbk 2 Dr	2675	2700	2619
85 MERCURY COUGAR			
Cpe LS	7301	7372	7154
84 MERCURY COUGAR			
Cpe LS	6052	6113	5931
85 MERCURY TOPAZ			
GS Sdn 4 Dr	4454	4497	4365
84 MERCURY TOPAZ			
GS Sdn 4 Dr	3447	3481	3378
85 MERCURY MARQUIS			
Sdn	4627	4674	4536
84 MERCURY MARQUIS			
Sdn	3457	3489	3385
85 MERCURY GRAND MARQUIS			
Sdn	8092	8172	7930
84 MERCURY GRAND MARQUIS			
Sdn	6537	6602	6407
85 OLDS FIRENZA			
Sdn	4440	4485	4354
84 OLDS FIRENZA			
Sdn	3792	3830	3715
85 OLDS CIERA			
LS Coupe	5767	5826	5653
LS Sdn	5841	5900	5723
84 OLDS CIERA			
LS Cpe	4794	4844	4699
LS Sdn	4851	4899	4754
85 OLDS CALAIS			
Cpe	6255	6317	6129
85 OLDS CUTLASS SUPREME			
Cpe	6496	6563	6369
Sdn	6335	6397	6207
84 OLDS CUTLASS SUPREME			
Cpe	5392	5446	5284
Sdn	5250	5305	5146
85 OLDS DELTA 98			
Rgcy Sdn	8737	8823	8561
84 OLDS DELTA 98			
Rgcy Sdn	7443	7518	7296
85 PLYMOUTH HORIZON			
Htchbk 4 Dr	3395	3429	3328
84 PLYMOUTH HORIZON			
Htchbk 4 Dr	2724	2750	2670
85 PLYMOUTH RELIANT			
Sdn	4066	4110	3987
84 PLYMOUTH RELIANT			
Sdn	3006	3036	2947
85 PLYMOUTH CARAVELLE			
SE Sdn	4963	5011	4863
85 PLYMOUTH GRAN FURY			
Salon Sdn	4749	4794	4655
84 PLYMOUTH GRAN FURY			
Salon Sdn	3677	3713	3602
85 PONTIAC T-1000			
Sdn	3105	3136	3044
84 PONTIAC T-1000			
Sdn	2525	2552	2475
85 PONTIAC SUNBIRD			
Sdn	4444	4488	4356
84 PONTIAC SUNBIRD			
Sdn	3637	3674	3566
85 PONTIAC 6000			
Sdn	5583	5640	5472
84 PONTIAC 6000			
Sdn	4402	4446	4313
85 PONTIAC GRAND AM			
Cpe	6197	6260	6074
85 PONTIAC FIREBIRD			
Cpe	6572	6635	6439
84 PONTIAC FIREBIRD			
Cpe	5486	5545	5379
85 PONTIAC BONNEVILLE			
Sdn	5862	5923	5745
84 PONTIAC BONNEVILLE			
Sdn	4708	4755	4618
85 PONTIAC GRAND PRIX			
Cpe	6395	6460	6268
84 PONTIAC GRAND PRIX			
Cpe	5303	5358	5196
85 PONTIAC PARISIENNE			
Sdn	6882	6948	6742
84 PONTIAC PARISIENNE			
Sdn	5537	5590	5423
85 NISSAN SENTRA			
Dlx Sdn 4 Dr	4090	4132	4010
85 NISSAN STANZA			
XE Htchbk 4 Dr	5172	5224	5068
85 NISSAN MAXIMA			
SE Sdn	8855	8944	8678
84 NISSAN SENTRA			
Dlx Sdn 4 Dr	3255	3289	3190
84 NISSAN STANZA			
XE Htchbk 4 Dr	4144	4188	4062
84 NISSAN MAXIMA			
GL Sdn	6835	6904	6699
85 TOYOTA COROLLA			
Sdn 4 Dr Dlx	5121	5172	5010
85 TOYOTA CAMRY			
Sdn 4 Dr Dlx	6853	6922	6715
85 TOYOTA CRESSIDA			
Sdn	9794	9891	9599
84 TOYOTA COROLLA			
Sdn 4 Dr Dlx	4009	4049	3930
84 TOYOTA CAMRY			
Sdn	5600	5657	5488
84 TOYOTA CRESSIDA			
Sdn	7793	7873	7639
85 VOLKSWAGEN JETTA			
Sdn 4 Dr	5957	6016	5837
84 VOLKSWAGEN JETTA			
Sdn 4 Dr	4456	4500	4367

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Canada L8E 3C2
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City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Santa Ana, CA	138.9	94.9
Colorado Springs, CO	130.2	106.7
Washington, D.C.	136.3	99.1
Gainesville, FL	138.4	100.9
Atlanta, GA	124.9	89.7
Honolulu, HI	166.0	125.8
Des Moines, IA	139.0	97.0
Indianapolis, IN	134.6	98.9
Kansas City, KS	104.9	92.2
Royal Oak, MI	143.4	96.4
St. Charles, MO	110.4	86.4
Reno, NV	147.9	124.9
Charleston, SC	120.9	93.9
Bellaire, TX	124.9	85.9
Milwaukee, WI	120.9	96.1

Survey conducted during the first five working days of July 1987.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.